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Foreign companies take note ... apart from resources, Australia has great technology too.

While US, Chinese, Indian and European companies scour Australia for energy and commodity assets, a small Australian water technology company has bucked the trend by signing a license agreement with a leading Japanese resources and commodity business.

Signed on 3 July at NSW Parliament House, the Evaluation License Agreement between Sydney-based Ioteq IP and Tokyo Stock Exchange listed natural gas company Kanto Natural Gas (www.gasukai.co.jp/english) allows both companies a 12 month window to evaluate the Japan market potential of the Isan system, Ioteq's patented iodine-based water disinfection system.

Developed originally from NASA water recycling technology, Ioteq has already sold more than 150 systems throughout Australia and New Zealand. According to Ioteq CEO Jared Franks, the signing of this agreement is an important development milestone. "Japan is an important market for us. We are also honoured that Kanto Natural Gas, one of Japan's leading companies and a leader in iodine globally, has backed our technology", he said.

Dr. Tatsuo Kaiho, General Manager of Kanto Natural Gas, said a unique aspect of the relationship is that it is the complete reverse of the traditional business pattern between Australia and Japan, where Australia supplies natural resources while Japan provides the technology. "In this case, Kanto Natural Gas has the natural resource – iodine – and Ioteq has the technology," he said.

Tokyo-based Matthew Abrahams, President of International Trade & Management Limited and a key figure in negotiating the agreement between the companies said, "This agreement sends a clear message that Japan remains a critical trading partner for Australia both within traditional channels and new territory. It also shows that, due to global competitiveness, a number of Japanese businesses are thinking outside of traditional paradigms and that enterprising Australian businesses, regardless of size, can leverage from these opportunities."

Picture caption; Official signing ceremony at NSW Parliament House between Ioteq and Kanto Natural Gas with (L to R) NSW Consul-General of Japan Nobuhito Hobo, Kanto Natural Gas General Manager Dr Tatsuo Kaiho, Ioteq CEO Jared Franks and representing the NSW Government, the Honourable Henry Tsang MLC.

About Ioteq; Ioteq IP developed its award winning Isan technology in Australia, providing innovative, cutting-edge water disinfection technologies for use across multiple industry sectors. Born from more than six years R&D, Ioteq implemented the technology in Australia in 2002 followed by New Zealand.

About the Isan system; The Isan System is an environmentally clean technology that replaces chlorine for water disinfection in many high profile industries such as food and beverage production, wastewater, and drinking water. The System has the ability to extract all iodine from the water once disinfection is complete, allowing the water to be recycled or dumped without harmful chemical residues.

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